YOUNG man (32), Catholic, enperience cleri-cal work, reliable purchasing agent, de-sires outdeor position; country preferred; reference upon request. Ritter, 598 W. 178th st. Wadaworth 2179.

YOUNG man (American) desires opening with responsibility, where legal and me-chanical knowledge is of value. W 35 Her-ald, Herald sq. OUNG man (26) wishes position shipping, receiving warehouse. K 1697 Herald, Brook-YOUNG man (23) wishes position stock clerk or anything, Michael Powell, 353 E. NGd st.

NOUNG man desires general work inside. S.
Laxarus, 397 Wyona st., Brooklyn.

YOUNG man, colored, lately landed, wishes
position anything. Martin, 124 W. 135th st. YOUNG man, 23, intelligent, seeks position augthing. Edward Burns, 1152 3d av. YOUNG man, 22, wishes position anything. Sunset 7072. YOUNG man (20) wants position, anything; best reference. Hermanson, 130 E. 47th st. YOUNG man; will work at anything. Robt. Burton, 66 Garfield place, Brooklyn.

## EMPLOYMENT AGENCIES. Situations Wanted-Male.

18 W. 43d.

COUPLES, cook, chauffeurs and butters:
Finnish, speak English. Lehti Agency, 58
East 125th st. Telephone Harlem 5515.

JAPANESE Select Employment Agency
(Bryant 7931), bet. 45th-46th sts., 804 6th
st.—All kinds of domestic help. JAPANESE Domestic Employment Agency Select help, 187 Lexington av. 9358 Mad So

## HELP WANTED-FEMALE.

A bright woman, about 35, good personality; no exparience necessary. Call between 10 and 4, 165 B'way, suite 723.

Wanted, thoroughly experienced bill clerk; must be accurate in figures; references required. Rainbow Shirt Corp., 583 Broadway. CANVASSERS, house to house, to introduce excellent article; salary and commission, CBI Tuesday, 11 to 1 P. M., Jay & Ess Chemical to, 500 West 185th st.

CANVASSERS, new invention, extraordinary also mysterious, fascinating noveity; \$1 day; big commission, 65 Court st., Brooklyn, CHAMBERMAID-WAITRESS, for attractive country home; best references required; wages \$55 to \$60. Apply 150 East 64th st. Tuesday, between 4 and 6 P. M. Phone Rhinelander 3552.

CHAMBERMAID-WAITRESS for boys' summer camp in Catskills. Weingart, 141 W. 10th, near 7th av. Call 9-1.

CHAMBERMAID-WAITRESS, Finn, Swede, Irlsh, Protestant; summer at seashore, 61 West 90th.

e Metropolitan Life Insurance Company will have permanent places for young people leaving high school, and for others with that training, commencing immediately; ap-plicants must be not less than 17 years of age and only those looking for permanent positions are desired. Apply Room 5033, 1 Madison av., New York city.

COOK, good, competent, for family of 4:
2 small children, 2 adults; Catakill Mountains; good wages; Italian or Scandinavian; reference required. Call between II-1 Monday, 160 East 72d st., Kingdon Gould.
COOK and chambernaid-wattress; butler kept; cook must be experienced, capable all branches; electric washer; family two adults. Say Shore, L. J. Phone Watkins 1470. Call, write Advertiser, 214 W. 24th. COOK-LAUNDRESS, also chambermaid-wattreas; white, settled girls preferred, for family two Manhattan Betach. Call 2-4. Rhinelander 2677. Bring references. 116 East 78th.
COOK-CACCHERT, Bring references. 116 East 78th.

2d, 11 to 3:30. COOK for apartment in city. Call before 1 P. M., Phillips, 808 West End av., corner Lerner apartment, until noon.

COOK-Young woman, good cook, willing to
do housework, in country; references.
Call before 11, 44 E. 68th.

COOK for small country boarding house;
short distance from city. Call 565 W. 162d,

COOK and housework; no washing. Berg. PRENCH-SWISS mald, who sews very well.
Apply 158 East ellst st. GIRL, willing to learn, to look after children: must be young and good natured. Box 551, Lawrence, L. I.
GOVERNESS, experienced, for two children, 3 and 6 years, for permanent position in Chicago: references required. Call. 2 to GOVERNESS, was a second of two children.

HOUSEKEEPER, young and efficient, to take charge of seashere cottage. Phone Rhinelander 7791 from 11-4 Monday. HOUSEWORKER—Girl for general housework, cooking to family of two adults and three children, in Leonia, N. J.; must be energetic, cheerful person and fond of children; wages \$80 per month; no other help kept, F. Dossenbach, 241 5th av., Manhattan. Telephone 6368 Madison Square. hattan. Telephone 63/8 Madison Square.
HOUSEWORKER, general, small family.
Lake George for summer; must be good
cook; no laundry. Apply Monday between 10
and 1, 55 Central Park West. Apt. 7.
HOUSEWORKER, competent woman, white,
for family of one; must be good plain
cook and do washing; wages \$60; references
required. 19 West 55th st.

HELP WANTED-FEMALE.

AUNDRESS, white, for adult family; country aummer. Call Col. 7400, Lerner apt. 306 5th av.

MAIDS—Two white girls to take full charge
of house; country for summer; stators or
friends preferred; chambernald to help
with baby. Apply 152 Lafayette av., Bklyn.
Phone Prospect 2750. Phone Prospect 2750.

MAID, white, experienced, for general housework; adult; good wages; carefare paid.

Herts, 225 W. 80th.

MILLINERY DESIGNER ON FINE
TRIMMED HATS: MUST HAVE WHOLESALE EXPERIENCE: WONDERFUL OPPORTUNITY TO RIGHT PARTY. CALL
ALL WEEK. A. W. ROSEN, 42 W. 38TH.

MODELS, SIZE 36. STYLISH YOUNG LADIES FOR COSTUME HOUSE: LONG SEASON; PLEASANT SURROUNDINGS.

NURSES, ex-trained, wanted to sell high grade medium cost radium body appliances to the sick and alling under guarantee of re-lief; part of each day required; liberal com-mission; sells freely, Address H. G. E., 542 Marbridge Bids., Broadway and 34h st,

NURSE, graduate or undergraduate, with hospital experience, for resident position, small sanatorium in the country; medical and nervous, but not mental or contaglous cases. Tel. for interview, Pompton Lakes 6.

cases. Tel. for interview, Pompton Lakes 6.

NURSE—Competent, for two children 1 and
4 years; must be fond of children; references required; shore for summer. Write
Mrs. Sarzon, 42 Grove road, South Orange,
or phone 1559-J. tween 10:30 and 12:

NURSE, competent, refined, for four-yearold boy; best references required. Tuesday, 9-12. Green, 215 W. 88th.

NURSE for Infant, in country; must be experfenced. Call Monday, D. M. Pompon,
old: Riverside, apt. 2D.

NURSE, experienced, hoy two years old:
preferences; seashore for summer. Call
Tuesday, apartment 10A, 120 West 86th st.

A.

Wettl

STENOGRAPHER AND TYPIST. One also familiar with office work, for large dresamaking establishment; half day Saturday.

Write Box 98, 906 Fitzgerald Bldg.

STENOGRAPHER: must be neat and accurate and willing to start at moderate salary; position may prove permanent to right party. In reply give age, experience, ideas of salary, and telephone for personal interview. K 714 Herald, 280 Broadway. TEACHER or college student, during summer; educational work, not office work or teaching; positions open several States; 50 days, \$25; 60 days, \$275. Miss Hurd, 522 5th av., room 323.

TEACHER or college student, summer post-tion, agreeable work; liberal salary; per-manent position. S. H., box 108 Station P., Manhattan.

WAITRESS-Girl for waltress and upstairs work in private house. 20 E. 95th.

WAITRESS, competent, English, Scotch or North of Ireland preferred; references re-quired; good wases; country in summer. Call Apartment 6C, 39 E, 60th st., Wednes-day, June 15, 10 A. M. to 11 A. M. WAITRESS-CHAMBERMAID, white, country for summer; wages \$65. Healy, 108 CHAMBERMAID-WAITRESS, white, country summer. Call Col. 7400, Lerner apt., until

> WOMAN. FOR A CAPABLE WOMAN

FOR A CAPABLE WOMAN

BIG BUSINESS has a multitude of opportunities. One of the most progressive and guccessful sales organizations has a varancy just now that invites a woman, preferably over 28 years of age, to turn her personality, her selling ability, her power to talk persuasively in presenting an exceptionally meritorious proposition into high earnings that will be sure steadily to increase until she is in the very first rank of business women. The woman who is selected to represent us in the suggested responsibile capacity will be given the strongest of cooperation and opportunity to distinguish herself in vigitly remunerative field. Call between 10 and 4. Suite 1010, 25 West 43d st.

WOMEN.
We will take into our organization a few women who are sufficiently intelligent to master our details in a short time: the opportunity is one that earries high remuneration for those who possess determination and persistence; no experience necessary; we do the training. Call after 10 A. M., room 1319, Flatiron Building.

East 18th.

COOK, experienced, private family, kitchen maid to assist; Deal, N. J., for summer; WOMEN—Are you willing to continue to work good salary. Tel. 0218 Columbus, or call at the starvation wages you are now get.

EMPLOYMENT AGENCIES.

AT MISS MOFMAYER'S AGENCY,
10 East 45d st., third floor.
Cooks, laundresses, chambermalds, waitresses, chambermald waitresses, children's
nurses, useful couples, butler.
OSTERBERG AGENCY, 716 Lexington av.
Chambermalds, cooks, kitchenmalds, waitresses, parlermalds, nurses, laundresses,
ladies' malds, general housemalds, immediately.

HOUSEWORKER, competent woman, white, for family of one; must be good plain cook and do washing; wages \$60; references required. 19 West 55th st.

HOUSEWORKER, —Woman to assist general housework, private family; no cooking wages \$50; shelter Island. Tucker, 495 West Bird av. 7tl. Schuyler \$423.

HOUSEWORKER, general, one who neeks good home, tiberal salary; family of three; young peeple; no washing. Phillips, 250

HOUSEWORKER, general, experienced; reference is summer; call trussing, 19-12. Apthorp, Broadway and 70th st., apartment 4b.

HOUSEWORKER, general, experienced; reference call trussing, 19-12. Apthorp, Broadway and waiting, private house; 21 in family; last reference. 125 West 19th st.

HOUSEWORKER, experienced, white, family is a adults; no laundry and waiting, private house; 21 in family; last reference. 125 West 19th st.

HOUSEWORKER, experienced, white, family and the strength of the cooking and the cook and the cooking and the cook and the cooking and the cook and the cooking an and and indy light home dutics; sleep out.

We want the competent me. Apply Peterson's coulder, immediately. Morrow's 21 Lexington av. corner 58th. Plaza 1224.

HOUSEWORKER, general; good plain cook increases, parlor mains, and kept country. Apply Peterson's Southampton and New Yorks. Cooks, wateresses, parlor mains, and kept country. Apply Peterson's Southampton and New Yorks. Cooks, wateresses, parlor mains, and kept country. Apply Peterson's Southampton and New Yorks. Cooks, wateresses, parlor mains, and kept country. Apply Peterson's Southampton and New Yorks. Cooks, wateresses, parlor mains, and kept country. Apply Peterson's Southampton and New Yorks. Cooks, wateresses, parlor mains, and kept country. Apply Peterson's Southampton and New Yorks. Cooks, wateresses, parlor mains, and kept country. Apply Peterson's Southampton and New Yorks. Cooks, wateresses, parlor mains, and peterson's Southampton and New Yorks. Cooks, wateresses, parlor mains, and peterson's Southampton and New Yorks. Cooks, wateresses, parlor mains, and peterson's Southampton and New Yorks. Cooks, wateresses, parlor mains, and peterson's Southampton and New Yorks. Cooks, wateresses, parlor mains, and peterson's Southampton and New Yorks. Cooks, wateresses, parlor mains, and peterson's Southampton's wateresses, parlor mains, and peterson's Southampton's wateresses, parlor mains, and peterson's Southampton's Wateresses, pe

EMPLOYMENT AGENCIES. Domestic Help Wanten.

GIRLS,
why waste time
and car fare answring one advertisement while without expenses
you meet at our office hundreds
refined ladies waiting to employ
you? And remember,
It is free to you.
Call at
THE UNITED EMPLOYMENT AGENCY,
165 East 72d St.,
northwest corner 3d av.

GIRLS!

Remember we do not charge any office fee to girls who are looking for private positions; kindly call on us a once and you will get the best paying situation you desire. Come in and register; do it to-day.

The Up To Date Employment Agency.

178 East Tist st., cor 3d av.

Tel, Rhinelander 0294.

LANG & BOECHERER CO., INC., EMPLOYMENT AGENCY.

43 WEST 33D ST. ESTABLISHED 1890. Numerous positions open in good families, with best wages; cooks, chambermalds, waitresses, kitchommalds, laundresses, governesses, nurses, houseworkers, &c.; no branch office.

SALEEMEN and collectors, age 25 and over: unlimited opportunity for workers by large corporation. Room 1702, 277 Broadway.

HOUSEWORKERS, chambermales, cooks, waitresses, coupies, Sealey's Agency, 151 W. 145th. Audubon 1708.

HOUSEWORKERS, waitresses, ch'bermaids, cooks, excellent positions. Tinks Andresses.

W. 145th. Audubon 2798.
HOUSEWORKERS, waitresses, ch'bermaids, cooks: excellent positions. Tinka Andressen Emp't A'y. 2294 B'way, nr. 83. Schuyler 7992.
MASON'S AGENCY, 18 West 43d—Cooks, chambermaids, waitresses, young laundress, nurses, houseworkers. CHAMBERMAIDS, cooks, waitresses, nurses laundresses, Miss Smith Agency, 25 W.

A good place for good positions.
Wettler's Agency, Mrs. Gorman, Mgr.,
18 WEST 43D ST. NEW YORK DOMESTIC AGENCY, 26 Wes 43d, Murray Hill 0432, requires help of al nationalities. Call early. GOTHAM EXCHANGE, 2025 Broadway, 94th-95th.—Cooks, chambermalds, house-workers; couples, 8896 River.

HELP WANTED-MALE.

ARTIST, designer, in black and white, for publisher; must be experienced in cover and border designing, photo retouching and general advertising work; bring samples, 373 4th av., room 1201.

BAKERS-BUTCHERS AND COOKS.
For United Fruit Company's "great white
fleet"; sea experience; permanent position.
Apply Port Steward, Pier 9, North River. BOOKKEEPER, experienced thoroughly; one with knowledge of paint line and importing preferred. Apply own handwriting, stating salary and references, K 1485 Herald.

Harlem.

CANVASSERS—House to house, to introduce excellent article; salary and commission.

Call Tuesday, 11 to 1 P. M., Jay & Ess. Chemical Co., 500 West 185th st.

CHAUFFEUR, MECHANIC AND HANDY MAN ROUND CATHOLIC GHURCH AND RECTORY; SAL-ARY ACCORDING TO EXPERI-ENCE AND ABILITY; PERMA-NENT PLACE TO RIGHT PARTY, ANSWER BY MAIL, ONLY, PATHER SMITH, KINGS PARK,

CHAUFFEUR, experienced, white, to drive Marmon. Phone Columbus 7400, Ler-Marmon. Phone Columbus 7409, Ler-ner apt., until noon.

CLERKS.

The Metropolitan Life Insurance Company

and only those looking for permanent pos-tions are desired. Apply Room 5033, 1 Mad

COUPLE for the country all the year round 2 miles from village: wife as cook, cham-bermald, man as useful butler, includin care of steam heat furnace; no children. 7 209 Herald, Herald sq.

COUPLE.—Chauffeur, useful builsr: bok and chambermaid; adult family; country for summer. Apply before 10 A. M. and after 6 P. M., apartment 7, south, 829 West End av.

WOMEN—Are you willing to continue to work at the starvation wages you are now getting? Hundreds of women now connected with our organization are drawing fine incomes. Come in it will cost you nothing to investigate. Ask for Mr. Hall, room 602, 50 Court st. Brooklyn, N. Y.

WOMAN helper for semi-invalid, white, moralization are drawing time of the worker, for part time office work; refined and well recommended. TPJ Rhinelander. Phone from 11-4 Monday.

Instruction.

EARN \$25-\$150 weekly only through Prof. Roliver's, the Reliable Hairdressins, Manicure, Beauty School; \$5 up; free for service; carn while learn; circular explains. 119 W. 42d st. Brooklyn Branch, 15 4th av.

WILFRED ACADEMY OF HAIR AND BEAUTY CULTURE. Instruction in all branches, assuring large incomes. Day, evening classes. Call or write Booklet H. 133 W. 44th st. We train you and place you; call or send for catalogue; over 5,000 graduates. Day, evening and correspondence courses. New York School of Filiar, 1170 Recondway.

EMPLOYMENT AGENCIES.

We call for a MAN, and we mean just that, a man who doesn't belle the name, who is aggressively ambilious, keen to get ahead, eager to make a dependable connection in some capacity that will reward him introdusly, permanently and to a degree greater than he will be likely to command anywhere else. Our sales department has room for such a man, preferably over 30 years of age. We don't premise to start him at the very top of the ladder, but we do offer unusual opportunity to a clear-eyed, straight-thinking man to make very desirable earnings, with quick increase and steady advancement. Call 10 to 4, Suite 1010, 25 West 43d st.

MAN-I AM LOOKING for a particular type of man who is inherently honest, who can faithfully represent an organization of national reputation and record, regardless of your present occupation; you may be that particular man when I can place in a position to earn not less than \$7.500 per year, Apply in person to Mr. Cairns, 199 Broadway, N. Y. C., suits 1708, between 9 and 12 A. M.

He Was Out of Work! A Herald Want Ad in Sunday's paper brought answers Monday. He went to work on Tuesday

Here is more evidence of how Herald Want Ads get results. Read the letter below:

New York, 6-8-21.

The New York Herald, New York City. Dear Sir:

This letter is just to let you know that I received a position through advertising in your paper.

I had been seeking a position for the past month and had advertised in several other papers besides calling on a number

of agencies.

On Saturday I desired to place an ad in your Sunday paper.

Monday morning early I received a postal asking me to call with reference to a position and Tuesday I secured the place.

I therefore wish to thank you for calling my attention to the possibilities of advertising in The Herald. I shall pass that tip along.

Very respectfully,

(Signature) G. F. GUTGAHR.

HERALD ADS ACCEPTED AT THE FOLLOWING OFFICES: Main Office, 280 Broadway
Bronx, 518 Willis Ave., at 148th St.
Washington Heights, 585 W. 181st St.
Harlem, 205 West 125th St.
16th St. and 7th Ave. Tel. Chelsea 4000.

Main Office, 280 Broadway
(1 flight up.) Tel. Chelsea 4000.
Downtown, 206 Broadway
Brooklyn, 24 Court St.

Or leave your ad with any of our 600 agents throughout the city. THE NEW YORK HERALD Telephone CHELSEA 4000

HELP WANTED-MALE.

MEN WANTED

HAM BONERS.

SAUSAGE MAKERS,

FORK BUTCHERS. PORK STORE TENDERS,

DELICATESSEN CLERKS

EXPERIENCED MEN ONLY NEED APPLY.

OPEN SHOP CONDITIONS.

UNION SCALE OF WAGES

8 HOUR DAY

OTTO STAHL. 170 EAST 127TH ST.

MEN-TO THE UNEMPLOYED.

Men who have ambition to achieve and

MEN WANTED, 25 TO 30, TO TRAIN MEN WANTED, 25 TO 30, TO TRAIN FOR SALESMEN: EXPERIENCE UNNECESSARY; WE MAINTAIN A SCHOOL AND CAPABLE INSTRUCTOR TO TRAIN YOU IN OUR OWN BUSINESS WITHOUT CHARGE; YOU WILL BE ASSURED A STEADY POSITION; OUR SALESMEN ARE MAKING FROM \$50 PER WEEK UP. ONLY THOSE OF NEAT APPEARANCE. AND PLEASING PERSONAL INTERVIEW ONLY AT 2 P. M. ON MONDAY, WEDNESDAY OR PRIDAY BYBENING SIZE MR. VAN DOREN OF L. R. STEEL SERVICE CORP., 299 RWAY, NEW YORK CITY.

MEN-LISTEN!

We have 114 offices in principal cities of United States. We want to open 100 more; can you qualify for position of sales manager? We want real men with ambition who want to get in with a big organization on the ground floor. There is no limit to your possibilities with us if you are willing to work. Ask for Mr. Hall, room 602, 50 Court at., Brooklyn.

MEN BESTITEMEN

MEN RESIDENTS OF NASSAU COUNTY.
Three married men, neat appearing, in branch office of large manufacturing concern; carnings and opportunity for promotion are unusually good; permanent and stable; reference required. Call all week, 7 to 9 P. M., room 5, Hempstead Bank Building, Hempstead, L. I.

Hempstead, L. I.

MEN-College graduates, under thirty, for correspondence and exploitation department; large city publishers. Reply in detail as to age, college, year of graduation, business or teaching experience, salary required.

T. E. 375 Herald, Herald sq.

SALESMEN to call on candy manufacturers and confectioner jobbing trade; experienced; to sell Maraschino cherries and crushed fruit. Call 139 Hudson st.

T. E. 375 Herald. Herald sq.

OFFICE boy, with good references, run desirous of being associated with big transerrands and assist in office; good opportunity for advancement. Address Q 107

Herald, Herald sq.

Morid Tower Hidg., 110 West 40th.

Manufacturing drug; good oppor-tunity; state experience, age, na-tionality and salary desired. C I, 356 Herald, Herald sq.

REPRESENTATIVE MEN.

Acquaintance desired several heat, active, dependable gentlemen, about 35, capable of assuming responsibilities and intelligently transmitting instructions; must look and act the part; state business experience, give phone number. Y 687 Hersall, Hersald

REPRESENTATIVES.
Three aggressive men, 25 to 45; experience unnecessary; must have plenty of backbone and determination; work in connection with large auto accessory chain store business. Call 10 to 4, Mr. Marterer, suite 1402 Chamber of Commerce Bidg., 32 Court st., Il'klyn.

ROSE BUDDERS.

Wanted—Two experienced rose budders; good wages to competent men. Apply Peterson's Rose Nursery, Pair Lawn, N. J.

SALESMAN—High class opportunity to con-

HELP WANTED-MALE.

The expansion of our business affords several openings for men to take the places of those promoted to branch managerahlps, where they are earning substantial incomes-These men started with us as inexperience saleamen, and through our schooling has successed in advancing themselves while arming \$100 and better weekly on commission basis, selling a banking security.

Their opportunity is now offered you. Call 16 to 12 A. M. or 2 to 5 P. M., ground floor, 8 West 40th st. New York, or second floor, 198 Moniague st., Brooklyn.

SALESMEN.

If you are a man who, having seen a good thing, can make others see it—a salesman of honor—we have a live opportunity for you; we are the sole owners and distributers of a new invention, a simple specialty that is obviously a winner; the best season, if indeed there is such a thing, is now on, and we want a few nucl men to assist us in an intensive campaign—a race against valuable time; a few succeeded in ideng will pave way to an appointment, at which time we will give you full particulars undermost favorable conditions. O 1113 Herald, Pulton at.

SALESMEN.

An underwriting sales organisation of high repute and now travelling at a fast pace in the marketing of irreproachable accurities will take on a few dependable, well-appearing young men, train them in resultful salesmanship and give them opportunity at once to enjoy earnings that can hardly run less than \$100 a week. Good faith backs this offer and stands ready to see it through For ambitious men it offers an open door to topnotch preferment in the security sales field.

Room 803, 220 5th av., N. Y.

SALESMEN, EXPERIENCED. An old and reliable concern wants a man for New York city.

BIG COMMISSION, NO EXPENSES, REPEAT ORDERS, DRAWING AC-COUNT IF NECESSARY.

J. H. HUNTINGTON,

Room 605, 118 West 44th st., Before I o'clock.

SALESMAN AND MANAGER'S ASSISTANT Two men over 25 needed immediately to work with me in my New York offices; abso-lute lategrity first requisite, selling experi-ence desirable; must have personality, com-mon sense and determination; big pay and epicadid opportunity for quick promotion to splendid opportunity for quick promotion to managerial positions; don't hesitate to an-awer if you are employed; it will pay you to make a change. Call after 10 A. M. at room 101s, Knickerbocker Building, 42d and Broad-SALESMEN-LIVE WIRES ONLY

SALESMEN-LIVE WIRES ONLY
Men who can measure up to the standard
of an organization where incomes range
from \$3,000 per year upward; the cleanest,
most profitable sales opportunity in New
York; I want men or character and force
who will appreciate cooperation of the highest grade and opportunity for prompt advancement to managerial position of trust
and permanent income. Call at 294 Metropolitan Life Building.

SALESMEN.—One of the largest and best equipped sales organizations has an opening for three salesmen capable of producing and closing sales; draw-ing account against commission. Ap-ply in person and see Mr. P. G. Tracy, Ford Building, 176 South Broadway, Yorkers.

World Tower Bidg., 110 West 40th.

SALESMAN.
Two or three city salesmen needed for old established line of fountain pens and magazine pencils, commission basis. Write, stating past experience, New Diamond Point Pen Co., 129 Lafayette st.

SALESMEN-New England territory, Penn., New York State, importing firm; side times, beads for art needlework, notion and trinming department: commission basis. T 207 Herald, Herald sq.

SALESMEN-Travelling; college graduates, for publishing house. Reply in detail as to age, college, year of graduation, business or teaching experience, salary required. T.F. 376 Herald, Herald sq.

SALESMEN-Real estate, experienced in selling and leasing middown section; commission only. Address M L 195 Herald, Herald sq.

HELP WANTED-MALE.

Continued From Preceding Column

HELP WANTED-MALE.

\$5,200 TO \$15,000

A YEAR.

TES, we have purposely started this advertisement naming the amount of money that you will be earning if you will come with us and GO TO WORK.

Most men have not realized that the earning of big money comes automatically with GOOD WORK WELL DONE, so we have put the cart before the horse.

The above statement is not theoretical, because more than 80 men from all walks of life, running a long gamut of experience from clork to university professor, have answered Business Builders advertisements, and right now, as we are writing this advertisement, are carning salaries from \$5,200 to \$15,000 a year.

AGAIN, THIS IS NOT THEORET-ICAL, because in one of our largest units last week the average earnings of the active men were \$91.00 for one week's work—\$91.00 for each active

Personally, if we were out of work or if we were in work that did no satisfy us, we would get in touch with the James W. Elliott's Business Bullders, Inc., IMMEDIATELY.

With all modesty, we of the Business Builders think that we have accomplished a great deal that is extraordinary.

We have an idea that we crowd into a few months a training that would otherwise take years to get: training classes, experience meetings, inspirational addresses given by the leaders in American business and finance, daily personal contact with executives who have graduated from the same kind of work you will find yourself in; graduates from the same conditions that YOU ARE NOW IN.

DR. FRANK CRANE, admittedly one of the greatest moral forces in the world to-day, and now associated with James W. Elllott, has said:

"Hard as it seems, there's a good deal of truth in the saying that the best friend in the world is money in your pocket.

"Money in your pocket is the one thing that is as faithful as a dog.

thing that is as faithful as a dog.

"It asks no questions, demands no references, never inquires into your moral character, does not care whether you are a deacon or a porch climber, never hems and haws and looks the other way; but when you want anything it goes and gets it for you, whether it's a hymn book or a sack of tobaco; when you're hungry it feeds you; when you're bungry it feeds you; when you're bungry it feeds you; when you're cold it makes the storekeeper and you down his best suit of clothes; when you're thirsty it causes your fellow-men who own drinkables to come running; when you're tired it furnishes you a hair mattress and clean sheets, comfortable siesper; when you want to be amused it provides you with an aisle seat in the theatre, and when you're dead it brings out the brethren of the order to march behind your learse and sets up at the head of your grave a stone carved with a few graceful, mendaclous compliments aclculated to make your folks feel good."

to put money into your pockets and to give you and to teach you the "fine art of selling yourself in the business of life." and, last and most impor-tant, making yourself WORTH SELL-ING in the business of life.

HARRINGTON EMERSON, also an associate of Mr. Elliott, and acknowledged America's foremost efficiency expert for his achievements in human engineering, says: "Of all living creatures man is the most capable of improvement, of taking on value. Many men are diamonds in the rough, others are at least pieces of glass, some are pieces of mud with which nothing can be done."

PIECES OF MUD we find FEW AND FAR BETWEEN, and realizing

that our men ARE IMPROVED.

James W. Elliott, head of James W. Elliott's Business Builders, Inc. and writer of Man Messaces, has given his message to over 700 of the biggest corporations in the United States. These corporations bought and paid for his messages because they knew their "action forcing" power in increasing the productive effectiveness of their various employees. The World's Ealsammanhip Congress was addressed twice by Mr. Elliott. His speech at the International Rotary Club Convention was asked to address over 100 Rotary Clubs in the United States the following year. We have heard Mr. Elliott say that everything he has written, every apeech he has made, every action in a career crowded with action, has been based on his philosophy of life and work as contained in the "WHOLE STORY." You will find the

MEN OF PRINCIPLE ARE THE

1 WORK IS LIFE AND GOOD WORK IS GOOD LIFE.

1 IT ISN'T WHAT YOU KNOW BUT HOW WELL YOU KNOW HOW TO USE WHAT YOU KNOW THAT REALLY COUNTS.

FOR, GOOD FRIEND, THE TROU-BLE IN BUSINESS IS NOT THE LACK OF MEN WITH ABILITY— BUT THE TERRIBLE LACK OF ABILITY OF MEN TO USE THEIR ABILITY.

IN LIFE IT IS JUST AS IMPORTANT TO FORGET SOME THINGS AS IT IS TO REMEMBER OTHERS.

AND KEEP ON KEEPING ON, FOR YOU ARE JUDGED BY THE RECORD THAT YOU MAKE NOT BY YOUR ABILITY TO MAKE A RECORD.

Now, then, a short statement from the National Statistical Bureau, short but terrible in its meaning, shows that only 2½% of the men who die between the ages of 60 and 70 leave enough to pay the funeral expenses.

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Again, we repeat, you have to de

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